

Message Text

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PAGE 01 LAGOS 04998 041612Z
ACTION AF-10

INFO OCT-01 ISO-00 EB-07 A-01 SS-15 /034 W
-----041617Z 128733 /40

P 041215Z MAY 77
FM AMEMBASSY LAGOS
TO SECSTATE WASHDC PRIORITY 879
INFO AMEMBASSY DAKAR

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STADIS////////////////////////////////////

FOR AMBASSADOR BOLEN AND AFRICAN BUREAU

DAKAR FOR AGGREY

E.O. 11652: N/A
TAGS: BGEN, NI, BEXP
SUBJECT: LAGOS TRADE FAIR AND USDOC POSTURE

REF: LAGOS 4997

1. I URGE YOUR PERSONAL ATTENTION TO REFTTEL, WHICH DESCRIBES THE ENVIRONMENT OF CURRENT EMBASSY RELATIONSHIPS WITH OIM/AF OFFICE OF USDOC REGARDING UPCOMING LAGOS INTERNATIONAL TRADE FAIR. YOUR PERSONAL INTERVENTION AT AN APPROPRIATE LEVEL IN USDOC MAY BE NECESSARY IN VIEW OF ATTITUDES IN OIM WHICH I AM OBLIGED TO CHARACTERIZE AS PETTY, OBSTRUCTIONIST AND COMPLETELY OUT-OF-LINE WITH COOPERATIVE ATTITUDE REGARDING US/NIGERIAN COMMERCIAL COLLABORATION DEMONSTRATED TO ME IN MEETING WITH UNDER SECRETARY HARMON IN MARCH.

2. BOB DUNCAN AND BOB KOTT CAN GIVE YOU FURTHER BACKGROUND ON OUR CONCERNS. USDOC CHANNELS ARE USED FOR BURDENSOME MESSAGES IMPROPERLY SENT TO US WITHOUT COORDINATION WITH STATE. MEMORANDA
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OF CONVERSATION ATTRIBUTING MISLEADING OR INCORRECT STATEMENTS TO US ARE DISTRIBUTED WITHOUT CLEARANCE AND COPIES NOT SENT TO US. NIGERIAN TRADE AND INVESTMENT OPPORTUNITIES ARE BAD-MOUTHED TO POTENTIAL AMERICAN BUSINESSMEN. EXECUTIVES COMPLAIN TO US OF BEING INSULTED AND "TURNED OFF" BY OIM/AF TREATMENT. THE DIFFICULTIES OF THE LAGOS ENVIRONMENT ARE MAGNIFIED, AND THE OPPORTUNITIES CONSCIOUSLY DOWNGRADED. USG OFFICIALS, INCLUDING OTHER

COMMERCE OFFICERS, HAVE REPORTED DISMAY OVER THE SHOCKINGLY POOR QUALITY OF OIM/AF BRIEFINGS ON NIGERIA. PARTICULAR EFFORT APPEARS TO BE BEING EXERTED TO TORPEDO US PARTICIPATION IN THE VERY IMPORTANT LAGOS INTERNATIONAL FAIR. RUDY AGGREY AND HIS STAFF MET THE SAME HOSTILE RESISTANCE WHEN HE SOUGHT OIM ASSISTANCE FOR THE DECEMBER 1976 DAKAR FAIR.

3. EVEN MORE SERIOUS ARE STATEMENTS ATTRIBUTED TO OIM STAFF CONCERNING THIS EMBASSY'S "AFFECTION" FOR BLACK AFRICA IN PREFERENCE TO SOUTH AFRICA. AF/W CAN FILL YOU IN ON THIS INTERESTING ATTRIBUTION, THE SUBSTANCE OF WHICH OF COURSE DOES NOT BOTHER ME. WHAT DOES CONCERN ME IS THE POSSIBILITY THAT CERTAIN MEMBERS OF THE OIM OFFICE MAY BE FIGHTING OFFICIAL US POLICY TOWARD TRADE PROMOTION ON THIS CONTINENT.

4. REFTEL WAS SENT STADIS FOR OBVIOUS REASONS, BUT THE RESPONSES IT CONTAINS TO USDOC CONCERNS SHOULD BE RELAYED PROMPTLY TO COMMERCE. IMPORTANCE OF THESE ISSUES AND OIM ATTITUDES REQUIRES, IN MY VIEW, YOUR PERSONAL REINFORCEMENT OF PRESENTATION TO COMMERCE BY AF/EPS AND AF/W.
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Message Attributes

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